



Turf Grass Management Entrepreneurship

Example Application

ENTREPRENEURSHIP

Proficiency



Place Label Here

CHAPTER #: _____

STATE: _____

Member ID #: _____

TURF GRASS MANAGEMENT

Name of Proficiency Award Area

1. Name: Adam Peters
2. Date of Birth: _____ 3. Age: _____
4. Gender: _____ Male _____ Female 5. Social Security #: _____
6. Address: (street/R.R./box no.) _____
City: _____ State: _____ Zip: _____
7. Home Telephone number (including area code): _____
8. Name of Parents/Guardians 9. List Parents/Guardians Occupation Below:
a. Father: _____
b. Mother: _____
10. Complete FFA Chapter Name: _____
11. Name of High School: _____
12. School Address: (street/RR./box no.) _____
School City: _____ State: _____ School Zip: _____
13. School Telephone Number (including area code): _____
14. Chapter Advisor(s): _____
15. Year FFA Membership Began: _____
16. Years of Agricultural Education Completed: _____
17. Years of Agricultural Education Offered (grades 7-12) in high school last attended: _____
18. Year in school at time of applying for the award: _____
19. If you have graduated from the high school, year graduated: _____
20. State/National Dues paid? NO _____ YES _____

We have examined this application and find that the records are true, accurate, and complete. We hereby permit for publicity purposes, the use of any information included in this application with the exception of the following:

Candidate Signature_____
Parent or Guardian Signature

In addition, we certify the applicant has achieved a satisfactory record of scholastic achievement.

Chapter Advisor Signature_____
Superintendent or Principal Signature
(indicate which)

The information contained in this application has been substantiated by an actual visit to the site of the applicant's supervised agricultural experience program.

Employer Signature (if applicable)_____
State Supervisor, Ag Ed, Signature

NOTICE: This application will not be returned by the National FFA Organization. Please make a copy for your records.

I. Performance Review

USE ARROW TO THE RIGHT TO SELECT

A. Getting Started in this activity:

(15)

1. Briefly describe your SAE as it is related to this proficiency area. Describe how you started in this proficiency area. What interested and motivated you to begin?

When I was very young, I noticed my brother outside mowing the lawn. It seemed very enjoyable to me. So, in second grade, when I could barely reach the pedals, I began mowing our yard and farmplot. Ever since the first time I stepped on the mower, I have loved mowing. I was always trying new things and learning new ways to cut the grass. I often dreamt of mowing for other people and having my own business. Any time I could, I would go to my sister or brother's house to mow for them.

When I saw an opportunity to begin, I jumped on it. I had been at a nearby church participating in a play when I noticed the grass had not been cut yet that spring. It was getting very tall and looked bad. Curiosity struck, so I asked around until I found out that they were needing someone to mow. My brother Jade and I both needed money for college and I was looking for a good Supervised Agricultural Experience Program, so we began discussing with our parents about starting a small mowing business. Our parents agreed to buy us a pushmower if we would take care of their lawn for the summer. We then decided on a name, A & J Mowing. We placed our bid at the church, it was accepted, and the business began.

2. When you were planning your supervised agricultural experience in this proficiency area, what 2 or 3 goals and objectives did you plan to achieve at this point in your development?

Our very first goal was to pay off our mower, trailer, and all other starting expenses the first year. Since we started in late spring, it was very hard to find more jobs for the rest of the year. We advertised by word of mouth (telling everyone we knew) and spreading business cards as much as possible.

Our most important goal was (and still is) to NEVER give up quality for quantity. We believe that even though more quantity will bring more profit in the beginning, quality will bring us repeat customers and higher priced jobs, therefore increasing profits. If quantity would have been chosen, then we would have had difficulty expanding, because if people do not think we are doing a good job, we would not be hired by new customers or rehired by others.

Another big goal of ours has to do with equipment. We wanted to buy a second mower, a large commercial-size mower after the first year and have it paid off after our third year. Working against us was the drought of 1999. That made it very difficult to pay ahead on our mowers and have it paid off in 2 seasons. However, a wet 2000 helped us catch up and attain our goal.

B. Progress:

1. Describe any special advantages or disadvantages that had a major impact on your achievements in your supervised agricultural experience program.

The first disadvantage was that my brother, Jade, was in college and he played football. Therefore, he could not help much in the fall. I also did not have my license, so it was very hard for me to get anything done on my own. I had to hire somebody with a license to help me every time I had a job to mow. Another disadvantage was the drought of 1999. It became very dry, and we were stuck with nothing to do. Therefore, we made very little during that time and our profits were cut greatly. It was very difficult to make our payments, have money to live off of, and save for school too.

Our biggest advantage was that Jade and I both owned trucks. This made getting our mower and trailer around to places easy. We had no difficulty getting to where we needed to be, even if one truck was broke down. This also meant that we did not have to rent, look, or buy an extra vehicle. If we would have had cars instead of trucks, then we would have needed an extra vehicle. Another advantage was that I had several friends that had experience mowing grass. This made finding a helper much simpler. I did not have to train very many people how to weed eat or how to stripe the grass. Jade and I were also blessed to have caring parents that helped us out and gave us ideas on how to do our job, how to place bids, and help us in any other way.

B. Progress (continued)

2. Explain how resources such as livestock, land, buildings, equipment, machinery, supplies and labor are obtained and utilized in this proficiency area.

With no credit established, our first mower, the walk-behind, was bought through a financial company provided by Scag. The interest was very high, so we paid this off as soon as possible. It left us no money for the first year. We had to use a broom to sweep sidewalks for the first couple of months, but once we saved enough money, we bought a blower. Our parents gave us a used weedeater and new pushmower for mowing our house, a large job in itself. We bought a frame and two axles and built our own trailer. After that season, we took a loan out for our largest mower, and put all the money we had at the time into a down payment. The second season, we bought a new weedeater and charged it to our account at the dealership so that we would have one month to make enough money to pay for it. That fall, we bought a leaf vacuum with the money we had made. Also, we left enough money in our account so that at the start of the third season we would have enough money to buy another weedeater.

3. Describe your marketing and/or merchandising plans for this proficiency award area.

It was very difficult to get started at first. We had not proven ourselves, and we started on a last minute's notice, giving us very little time to go out finding work and no head start on the mowing season. Most people already had their plans of how they were going to have their grass cut for the season. Either they had their mower fixed and ready to cut for the summer, or they already had someone else taking care of it for them. This meant that we had to work very hard to get any jobs at all. We spread business cards like wildfire, and we told everyone we possibly could. This proved to be very successful, seeing how the word spreads rapidly in a small town. It was also a very cheap way to advertise. Especially for the first year, when we could barely afford anything, homemade business cards were well worth the time and effort. After the first season, we started advertising by sponsoring a league basketball team. We have sponsored it the past two winters.

C. Analysis/Evaluation of Program

1. Describe your level of achievement and progress towards your goals (such as skills, scope, etc.) in this award area as related to the goals and objectives described on page 2, question 2.

Our most important goal was to never give up quality for quantity. I believe we have not done this. We have had the opportunity to expand even larger; however, we do not think we can maintain quality if we get more jobs. Our first year, we did very well as far as paying our starting costs and breaking even. After paying for our first small mower, other small equipment such as blowers and weedeaters, a trailer, a downpayment on our next mower, and all other starting costs, we still ended up making money. It wasn't very much; however, we did get everything paid off and weren't in debt until we purchased our next mower. Our goal for the following years was to have the commercial mower paid off in two years and to expand to many more jobs. Now we have about four times as many jobs as our first year, and after two seasons with the second mower it is paid off. With the goal of coming out of college with a light debt load, I believe with the money I have saved and will still make, I will have to borrow very little.

2. Describe the personal goals, educational goals, and career goals you would like to achieve in the next ten years.

As I look ahead in life, I have many high expectations of myself. I plan to attend college at Purdue University and study Turf Science. I also plan to walk-on to the track team. My career goal in the pole vault is sixteen feet, six inches. This will be hard for me to attain, and it is a far cry from where I am now, only thirteen feet six inches. My academic goal is to graduate at the top of my Turf Science class by obtaining a 4.0 grade point average.

As I look ahead in life, I hope to start not only a mowing business, but also spray, landscape, and interiorscape for businesses. I believe that I will be able to provide a better service for my customers than an average person because I will have a quality degree in turf. I will have more troubleshooting ability and more general knowledge. I enjoy being outside and mowing too. I hope to be married and have a small, happy family started in ten years.

D. Skills, Competencies, and Knowledge (List your BEST 10)

1. List the major skills, competencies and knowledge (e.g. marketing, safety, personal skills development) that best describe what you gained technically and personally from this proficiency area. How do you think these skills, competencies, and knowledge contributed to your success in this award area?

Skills, Competencies, and Knowledge	Contributions to Success
1. I learned how to price a job according to customer and size of lawn.	1. By pricing correctly, we will get the job at the highest possible price the customer is willing to pay, and in turn, our profits have went up approximately 20% per job.
2. Learned to weedeat efficiently.	2. If we spend little time trimming, then we keep the big mower running; therefore, we get more done in less time and maximize profits.
3. What trimming to do first.	3. If the grass is very tall and weedeating is left until last, the grass being cut by weedeater will not be chopped up, and instead will be left in long, dry pieces and will degrade the lawn.
4. Proper way of cutting lawns.	4. There is much more to mowing the lawn than just getting it cut. We use the diamond effect, much like baseball fields. Not only does the lawn look better, but it prevents leaning and compaction.
5. Learned at what height to cut grass.	5. If we cut the grass too short, then we will kill the grass. However, if we cut it too long, cutting quality declines. Therefore, we must find the proper height of cutting for each type of grass.
6. Advertising at the most effective time.	6. If we wait too long to advertise, all new jobs will be taken by someone else. By starting our campaign in February instead of March or April, we obtained over 50% more jobs.
7. Understanding the amount to advertise to meet our needs.	7. If we advertise too much, then we will end up with more jobs than we can handle. However, if we do not advertise enough, we will not get enough jobs to continue to grow.
8. Learned the proper way to advertise.	8. Being in such a small town, we felt that we did not need to spend large amounts of money on radio commercials. Since we know the word spreads rapidly we save ourselves hundreds of dollars.
9. Managing time for our benefit.	9. With good time management, we can be getting more done instead of being stalled. If we prepare well, we will save ourselves around 1 hour per day.
10. Record information in record book for each job immediately upon completion	10. Records are very important for this business. Last year, by tracking our well-kept records, we realized that someone still owed us \$ 900.

II. Inventory Related to: TURF GRASS MANAGEMENT

(Applicant's Share)

(10)

	Beginning		Ending	
	Quantity	Total Value (A)	Quantity	Total Value (B)
1. Current/Operating inventory				
a. Candidate's investment in harvested & growing crops	0	\$0	0	\$0
b. Candidate's investment in feed, seed, fertilizer chemicals, supplies & other current/operating assets	0	\$0	0	\$10,045
c. Candidate's investment in merchandise, crops and livestock purchased for resale.	0	\$0	0	\$0
d. Candidate's investment in raised market livestock and poultry	0	\$0	0	\$0
2. Total Current/Operating inventory (a+c+d)	XXXXXXX	\$0 ⁽¹⁾	XXXXXXX	\$10,045 ⁽²⁾
3. Non-Current/Capital Non-Depreciable Property				
a. Candidate's investment in non-depreciable draft, pleasure and breeding livestock & poultry	0	\$0	0	\$0
b. Candidate's investment in land	0	\$0	0	\$0
c. Total Non-Current/Capital Non-Depreciable Inventory	XXXXXXX	\$0 ⁽³⁾	XXXXXXX	\$0 ⁽⁴⁾
4. Non-Current/Capital Depreciable inventory				
a. Candidate's investment in depreciable draft, pleasure and breeding livestock	0	\$0	0	\$0
b. Candidate's investment in machinery, equipment & fixtures	0	\$0	0	\$12,500
c. Candidate's investment in depreciable land improvements, buildings and fences	0	\$0	0	\$0
d. Total Non-Current/Capital Depreciable Inventory (a+b+c)		\$0 ⁽⁵⁾		\$12,500 ⁽⁶⁾
5. Total Non-Current/Capital Inventory (3c+4d)	XXXXXXX	\$0 ⁽⁷⁾	XXXXXXX	\$12,500 ⁽⁸⁾

III. Schedule of Liabilities Related to: TURF GRASS MANAGEMENT

(5)

(Applicant's Share)

	Beginning (A)	Ending (B)
Current/Operating Liabilities		
(a) Total accounts and notes payable	\$0 ⁽⁹⁾	\$0 ⁽¹⁰⁾
(b) Total Current portion of non-current debt	\$0 ⁽¹¹⁾	\$0 ⁽¹²⁾
(c) Total Current Liabilities (a + b)	\$0 ⁽¹³⁾	\$0 ⁽¹⁴⁾
Non-Current/Capital Liabilities		
(d) Total notes & chattel mortgages	\$0 ⁽¹⁵⁾	\$0 ⁽¹⁶⁾
(e) Total real estate mortgages/contracts	\$0 ⁽¹⁷⁾	\$0 ⁽¹⁸⁾
(f) Total Non-Current Liabilities (d + e)	\$0 ⁽¹⁹⁾	\$0 ⁽²⁰⁾

* Transfer values for #(1) - (20) to corresponding number on page 7

IV. Scope Related To:

(Applicant's Share)

TURF GRASS MANAGEMENT

(5)

YEAR	1998	1999	2000
KIND OF ENTERPRISE	Custom Mowing	Custom Mowing	Custom Mowing
SIZE OF ENTERPRISE	4 Houses	8 Houses	13 Houses
KIND OF ENTERPRISE			
SIZE OF ENTERPRISE	1 Cemetery	1 Cemetery	1 Cemetery
KIND OF ENTERPRISE			
SIZE OF ENTERPRISE	1 Schoolyard	1 Schoolyard	1 Schoolyard
KIND OF ENTERPRISE			
SIZE OF ENTERPRISE		2 Businesses	2 Businesses
KIND OF ENTERPRISE			
SIZE OF ENTERPRISE			

**V. Income and Expense
Summary Related To:**

(Applicant's Share)

(15)

TURF GRASS MANAGEMENT

			X
Year	1998	1999	2000
1. Current/Operating Income			
a. Closing Current/ Operating Inventory	\$3,000	\$6,750	\$10,045
b. Beginning Current/ Operating Inventory	\$0	\$3,000	\$6,750
c. Change in Current/ Operating Inventory (a minus b)	\$3,000	\$3,750	\$3,295
d. Cash Sales	\$2,750	\$6,800	\$10,050
e. Value of Products Used at Home	\$750	\$750	\$750
f. Value of Production Transferred or Bartered	\$0	\$0	\$0
g. Value of Ag Labor Exchanged for Non-Cash Operating Expenses	\$0	\$0	\$0
h. Total Current/Operating Income (c-g)	\$6,500	\$11,300	\$14,095
2. Current/Operating Expenses			
a. Current/ Operating Inventory Purchased	\$0	\$0	\$0
b. Cash Current/ Operating Expenses-Feed	\$0	\$0	\$0
c. Non-Cash Current/ Operating Expenses-Feed	\$0	\$0	\$0
d. Cash Current/ Operating Expenses-Other	\$900	\$2,800	\$4,250
e. Non-Cash Current/ Operating Expenses-Other	\$0	\$0	\$0
f. Total Current/ Operating Expenses (add a thru e)	\$900	\$2,800	\$4,250
3. Net Current/Operating Income (1h minus 2f)	\$5,600	\$8,500	\$9,845
4. Non-Current/Capital Transactions			
a. Closing Non-Current/Capital Inventory	\$8,500	\$12,000	\$12,500
b. Non-Current/Capital Sales	\$0	\$0	\$0
c. Beginning Non-Current/Capital Inventory	\$0	\$8,500	\$12,000
d. Non-Current/Capital Purchases	\$4,200	\$3,400	\$4,900
e. Net Capital Transactions (a+b minus c minus d)	\$4,300	\$100	(\$4,400)
5. RETURN TO CAPITAL, LABOR & MGMT (3+4e)	\$9,900	\$8,600	\$5,445
6. TOTAL RETURN TO CAPITAL, LABOR & MGMT (5A+5B+5C+5D+5E+5F)	XXXXXXXXXX	(Years 1- 3)	\$23,945
	XXXXXXXXXX	(5A+5B+5C ONLY)	

IV. Scope Related To:

(Applicant's Share)

TURF GRASS MANAGEMENT

(5)

YEAR	2001	2002	2003
KIND OF ENTERPRISE			
SIZE OF ENTERPRISE			
KIND OF ENTERPRISE			
SIZE OF ENTERPRISE			
KIND OF ENTERPRISE			
SIZE OF ENTERPRISE			
KIND OF ENTERPRISE			
SIZE OF ENTERPRISE			

V. Income and Expense Summary Related To:

(Applicant's Share) (continued)

(15)

TURF GRASS MANAGEMENT

Year	2001	2002	2003
1. Current/Operating Income			
a. Closing Current/ Operating Inventory	\$0	\$0	\$0
b. Beginning Current/ Operating Inventory	\$0	\$0	\$0
c. Change in Current/ Operating Inventory (a minus b)	\$0	\$0	\$0
d. Cash Sales			
e. Value of Products Used at Home			
f. Value of Production Transferred or Bartered			
g. Value of Ag Labor Exchanged for Non-Cash Operating Expenses			
h. Total Current/Operating Income (c-g)	\$0	\$0	\$0
2. Current/Operating Expenses			
a. Current/ Operating Inventory Purchased			
b. Cash Current/ Operating Expenses-Feed			
c. Non-Cash Current/ Operating Expenses-Feed			
d. Cash Current/ Operating Expenses-Other			
e. Non-Cash Current/ Operating Expenses-Other			
f. Total Current/ Operating Expenses (add a thru e)	\$0	\$0	\$0
3. Net Current/Operating Income (1h minus 2f)	\$0	\$0	\$0
4. Non-Current/Capital Transactions			
a. Closing Non-Current/Capital Inventory			
b. Non-Current/Capital Sales			
c. Beginning Non-Current/Capital Inventory	\$0	\$0	\$0
d. Non-Current/Capital Purchases			
e. Net Capital Transactions (a+b minus c minus d)	\$0	\$0	\$0
5. RETURN TO CAPITAL, LABOR & MGMT (3+4e)	\$0	\$0	\$0
6. TOTAL RETURN TO CAPITAL, LABOR & MGMT (5A+5B+5C+5D+5E+5F)	XXXXXXXXXX	XXXXXXXXXX	\$23,945
	XXXXXXXXXX	(Years 1 - 6)	

VI. Applicants Financial Balance Sheet Statement TURF GRASS MANAGEMENT

(5)

	Beginning Value of First Year (SAE)		Ending of Last Complete Year	
	Related to Proficiency (A)	Total (B)	Related to Proficiency (C)	Total (D)
1. Current/Operating Assets				
a. Cash on-hand, checking and savings	\$0	\$2,200	\$500	\$3,200
b. Cash value - bonds, stocks, life insurance	\$0	\$0	\$0	\$0
c. Notes & accounts receivable	\$0	\$0	\$0	\$0
d. Current/Operating Inventory	\$0 ⁽¹⁾	\$0	\$10,045 ⁽²⁾	\$10,045
e. Total Current/Operating Assets (a+b+c+d)	\$0	\$2,200	\$10,545	\$13,245
2. NON-CURRENT/CAPITAL ASSETS				
a. Non-depreciable inventory (including land)	\$0 ⁽³⁾	\$0	\$0 ⁽⁴⁾	\$0
b. Depreciable inventory (Includes purchased of breeding stock)	\$0 ⁽⁵⁾	\$0	\$12,500 ⁽⁶⁾	
c. Total Non-Current/Capital Assets (a+b)	\$0 ⁽⁷⁾	\$0	\$12,500 ⁽⁸⁾	\$0
d. TOTAL ASSETS (1e+2c)	\$0	\$2,200	\$23,045	\$13,245
3. CURRENT/OPERATING LIABILITIES				
a. Accounts & notes payable	\$0 ⁽⁹⁾	\$0	\$0 ⁽¹⁰⁾	\$0
b. Current portion of non-current debt	\$0 ⁽¹¹⁾	\$0	\$0 ⁽¹²⁾	\$0
c. Total Current/Operating Liabilities (a+b)	\$0 ⁽¹³⁾	\$0	\$0 ⁽¹⁴⁾	\$0
4. NON-CURRENT/CAPITAL LIABILITIES				
a. Notes & chattel mortgages (total minus current portion)	\$0 ⁽¹⁵⁾	\$0	\$0 ⁽¹⁶⁾	\$0
b. Real estate mortgages/contracts (total minus current portion)	\$0 ⁽¹⁷⁾	\$0	\$0 ⁽¹⁸⁾	\$0
c. Total Non-Current/Capital Liabilities (a + b)	\$0 ⁽¹⁹⁾	\$0	\$0 ⁽²⁰⁾	\$0
d. TOTAL LIABILITIES (3c+4c)	\$0	\$0	\$0	\$0
5. OWNER'S EQUITY/NET WORTH (2d minus 4d)	\$0	\$2,200	\$23,045	\$13,245
6. GAIN OR LOSS IN OWNER'S EQUITY	XXXXXX	XXXXXX	\$23,045 ⁽²¹⁾	\$11,045 ⁽²²⁾
7. WORKING CAPITAL (1e minus 3c) (Current Assets minus Current Liabilities)	\$0	\$2,200	\$10,545	\$13,245
8. CURRENT RATIO (1e divided by 3c) (Current Assets divided by Current Liabilities)	\$1 / to \$1	\$2,200 / to \$1	\$10,545 / to \$1	\$13,245 / to \$1
9. DEBT-TO-EQUITY RATIO (4d divided by 5) (Total liabilities divided by owners equity)	\$0.00 / to \$1	\$0.00 / to \$1	\$0.00 / to \$1	\$0.00 / to \$1

• For # (1)-(20) values are transferred from corresponding numbers on page 5.

(21) Line 5, Column (C) minus Line 5, Column (A) (22) Line 5, Column (D) minus Line 5, Column (B)

VII. Efficiencies Attained (refer to Appendix I, II of Proficiency Award Handbook):

(5)

Efficiency Factor	Year	Level Achievement	Describe how this factor was used to manage this enterprise
Days without injury	1998	365/365	Days off due to injury reduces profits.
Acres mowed per hour	1998	1	We must have efficiency.
Days down due to breakdowns	1998	3/365	Breakdowns reduce profits and keep customers waiting.
Average hourly wage	1998	5	Maximize profits
Days without injury	1999	365/365	Days off due to injury reduces profits.
Acres mowed per hour	1999	3	We must have efficiency.
Days down due to breakdowns	1999	5/365	Breakdowns reduce profits and keep customers waiting.
Average hourly wage	1999	13.67	Maximize profits
Days without injury	2000	365/365	Days off due to injury reduces profits.
Acres mowed per hour	2000	3	We must have efficiency.
Days down due to breakdowns	2000	10/365	Breakdowns reduce profits and keep customers waiting.
Average hourly wage	2000	14.2	Maximize profits

• Our House Enterprises

(IN)

7/1/01

VIII. Non-Cash Income NOT Related to this Award Area

Year	Source of Income	Amount Received
TOTAL		\$0

IX. Earned Income NOT Related to this Award Area.

Year	Source of Income	Amount Received
1997	Bale hay	\$315
1998	Bale hay	\$551
1998	Wax semis	\$210
1999	Electrician's assistant	\$295
1999	Milk cows	\$510
2000	Milk cows	\$492
TOTAL		\$2,373

X. Gifts, Inheritance and Other Non-Earned Income

Year	Source of Income	Amount Received
1998	Birthday	\$50
1999	Birthday	\$50
2000	Birthday	\$50
2000	Christmas	\$90
TOTAL		\$240

XI. Accounting for Change in Owner's Equity

1. Total Return to Capital Labor & Management (Section V, Line 6, Column F)	\$23,945
2. Non-Cash Income <u>NOT</u> Related to the Award Area (Section VIII)	\$0
3. Earned Income <u>NOT</u> Related to this Award Area (Section IX)	\$2,373
4. Gifts, Inheritances and Other Non-Earned Income (Section X)	\$240
5. Total Sources of Income (Section XI, 1+2+3+4)	\$26,558
6. Withdrawals for Personal Living, Gifts, Income Taxes Educational Expenses and All Other Personal Expenditures	\$13,263
7. Maximum Possible Increase in Owner's Equity (Line 5 minus Line 6) *	\$13,295
8. Gain or Loss in Owner's Equity (Section VI, Line 6, Column D) *	\$11,045

* Note Line 7 must be equal to or exceed Line 8.

MET

Adam Peters
Brownstown Central

ADDRESS

CAREER OBJECTIVE

To own a successful mowing, lawn spraying, and landscaping business after completing a 4 year Turf Science degree at Purdue University.

EDUCATION

Brownstown Central High School; Brownstown, IN
Ranked: 7/113

Majors: Agriculture, Business Math, Engineering,
Turf Science

Agricultural Classes: Fundamentals of Agriculture
Science, Plant & Soil Science, Welding, Agricultural
Mechanics, Horticulture

EXPERIENCE

FFA Experience

98, 99, 00 State Fair
97, 98, 99, 00 County Fair
98, 99, 00 Pedal Tractor Pull
98 Ag. Mechanics Demonstration
99, 00 Ag. Sales Demonstration
99 Conservation Demonstration
99, 00 Parliamentary Procedure Team, 2nd in State-
both years
99, 00 State Convention
99 National Convention
99, 00 E. L. F. Camp
99, 00 Soils Judging, State
99, 00 Forestry Judging, Area
99, 00 Camp Workday
97, 98, 99, 00 Chapter Christmas Party
97, 98, 99, 00 Football Concessions
99, 00 Chapter Treasurer
99 District Kickoff
99 Turfgrass Management Proficiency, 1st District
97, 98, 99 Christmas Cheer
97, 98, 99, 00 Fruit Sales
99, 00 Porkburger Sales
99, 00 FFA Float
00 Hoosier Degree
00 Junior Points Award Winner
00 Agricultural Issues Team

School and Community Activities

Freshman Class Vice President
Freshman Class Student Council Representative
Football 97, 98
-Freshman Defensive Back/Outside Linebacker
MVP
-Sophomore Scout Team MVP
-Junior Varsity Most Improved Back

School and Community Activities, (Cont.)

-Varsity Letter
Basketball 97-98, 98-99
-Summer Basketball Pride Award
Track 98, 99, 00
-Sectional Pole Vault Champion
-Mental Attitude Award
-Most Improved Runner
-3 Varsity Letters
4-H President 00
4-H Vice President 99
4-H Secretary/Treasurer 97, 98
4-H Junior Leaders
Church Youth President 00-01
Church Youth Treasurer 99-00
Indiana Track Club 99, 00
Regular Honor Roll-2 Semesters
High Honor Roll-5 Semesters
Member-St. Paul Lutheran Church
Usher-St. Paul Lutheran 99, 00
National Honor Society 99, 00
Sportsman's Club 97, 98
German Club 97, 98, 99, 00
Booster Club 99, 00
Letterman's Club 00
Brave of the Month
Exchange Club Youth of the Month
Purdue University Junior Scholar
Bellarmine University Bellarmine Fellow
German I Student of the Year
German III Student of the Year

Adam has built an SAE that is a "true" program. He started with nothing but determination and the desire to succeed, and he has. I am truly impressed by his ability and inspired by his willingness to learn. The knowledge that he has acquired by inquest and experience will greatly benefit him in his career after college.

When Adam became a member of the FFA I knew that he was an intelligent young man after having had his two older brothers in class. I had no idea, however, that he would set so many challenges for himself. He is a master of time management. Not only does he run his own business, but he was active in several organizations in school, state finalist in pole vault, first place in the state in Horticulture Demonstration, fourth place in the state in Male Leadership Ambassador, and finished in the top ten of his class academically.

The part of his proficiency application that, I believe, summarizes Adam best is his statement that "...will not sacrifice quality for quantity". Adam is a quality young man with a great future ahead for himself in turf management.

I highly recommend Adam Peters for this award.

Blake M. Hockman
Agriculture Teacher / FFA Advisor
Brownstown Central High School



A small walk-behind mower is what my brother and I started with. It was economical for the amount of work we had the first year. We still use this mower for smaller jobs and in the cemetery where our larger mower cannot go.



One of the most important parts to mowing a lawn is trimming. Trimming often is what makes or breaks the looks of a lawn. We spend a lot of time trimming to be sure the lawn is mowed to the highest quality possible.



Push mowing is another important part of the lawn. Weed eating small areas where the commercial mower cannot go is very unattractive. That is why we push mow those areas to get a clean cut everywhere.



Customer service is very important to my brother and I. We must be sure that we are not hindering our lawns. In this picture, I am demonstrating to a worried customer that we have not allowed thatch to build up. We contain thatch by using mulching blades.



Mowing at a diagonal is very important to prevent leaning and compaction. We mow back and forth to cause a “striping” effect. This method also looks very attractive. Striping the lawn is well worth the little extra time and effort.



Mowing lawns requires a lot of equipment. We built up the amount of equipment through our three years of mowing. Now our job is to maintain everything, which is an ever-growing task. We started with only one old truck, and now our inventory totals over \$15,000.

Inventory A & J Mowing

Year		
Purchased	Description	Value (\$)
1998	Scag Walk-Behind w/ Stand Dolly	3,000
1998	Lawn-Boy Commercial Push Mower	450
1998	Echo Leaf Blower	150
1998	Chevrolet Full-size Truck	7,500
1998	Homemade Double Axle Trailer	1,000
1998	Echo Weedeater	175
1998	Chevrolet Full-size Truck	5,000
1999	Scag Turf Tiger	6,500
1999	Echo Weedeater	300
1999	Billy Goat Leaf Vacuum	700
2000	Echo Weedeater	300

Customer Testimonial:

Adam has worked for us for the past two years taking care of our lawn and also other small jobs. He does an excellent job. We are particularly impressed with his willingness to put in that extra effort, energy, and attention to detail (such as trimming, sweeping the patio and sidewalks, and moving objects so all the lawn is mowed the same). Adam is very consistent and comes regularly on a weekly basis. The result is that our lawn looks very nice, and we often receive compliments from other people. Adam keeps good records and is sincere and honest.

To sum up, Adam is a very hard worker, will take on a challenge and go that extra mile to complete the job to the end. We see these as qualities for success in schoolwork and future life challenges. He has been successful in creating his small business, while also going to school. We see that kind of success in the future.

We think Adam has done very well with starting up and running his business. We highly recommend him.

Sincerely,



Earl and Mary Pottschmidt